Export Directory

1976

FOREIGN
AGRICULTURAL
SERVICE

U.S. DEPARTMENT
OF AGRICULTURE

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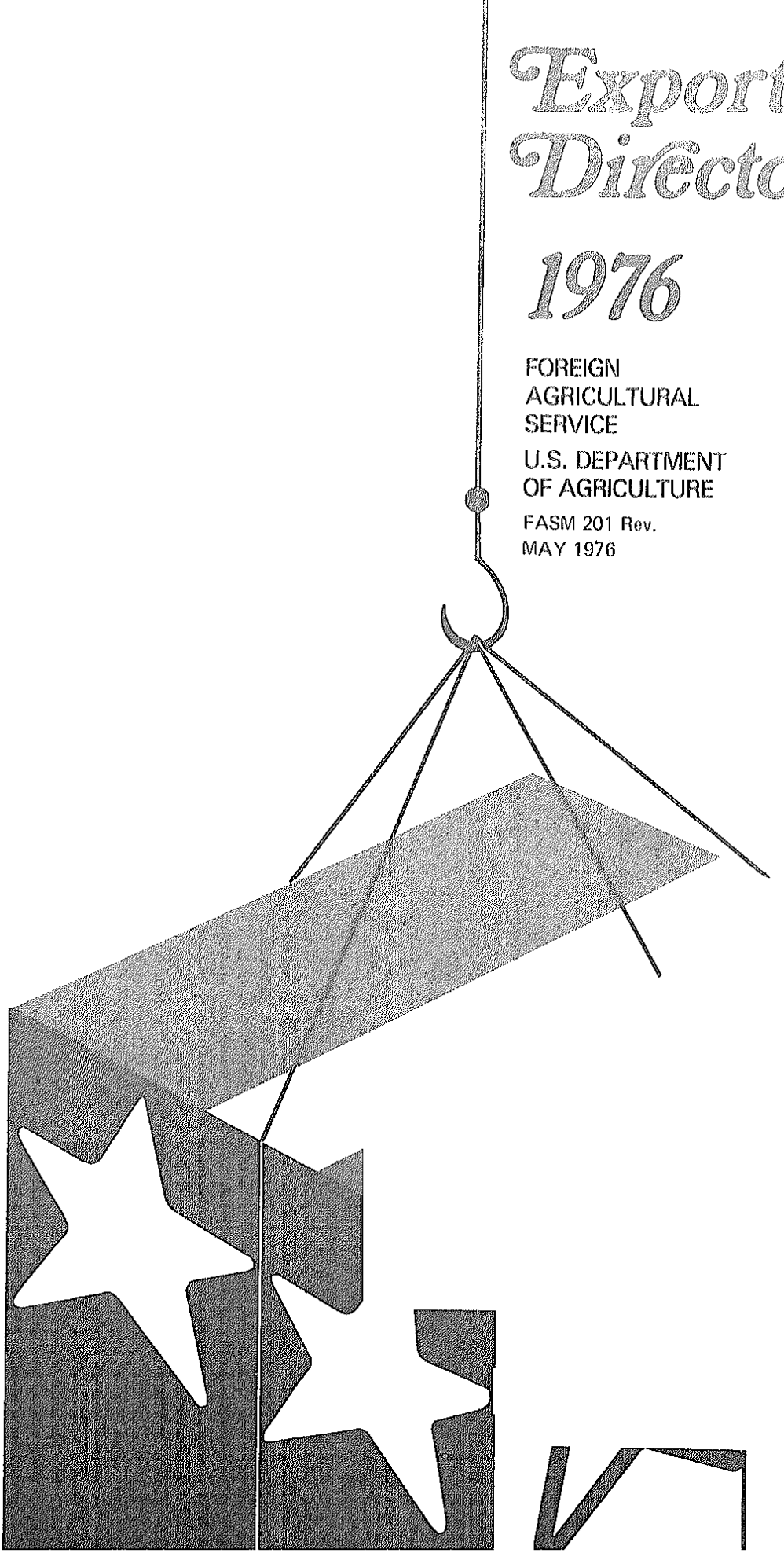

FOREWORD

The eighth annual edition of the Food and Agricultural Export Directory provides an updated listing of state and government agencies, trade associations, companies and others willing to assist, and provide services, to U. S. firms interested in exporting U. S. foods and agricultural products.

This Directory has proven to be one of FAS' most popular publications. Over 10,000 copies of the 1975 Supplemental edition were printed and the supply is exhausted. We hope this 1976 Bicentennial edition will serve you equally as well.

Every attempt has been made to insure that names, addresses and phone numbers are current and correct. At the same time, we recognize that any publication of this kind is extremely difficult to keep up-to-date. In most cases, however, where changes have already occurred since the Directory went to press, they have affected only the personnel in a given office. Functions, addresses and phone numbers normally remain unchanged, so the Directory can continue to serve its purpose.

Please send changes, additions, corrections or suggestions for the Directory to the Export Trade Services Division, Foreign Agricultural Service, U. S. Department of Agriculture, Washington, D. C. 20250, phone (202) 447-2423.

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FOOD AND AGRICULTURAL EXPORT DIRECTORY

1976

INTRODUCTION

The estimated $22 billion worth of agricultural commodities and products to be exported for the fiscal year ending June 30, 1976 is a tribute to the energy, sales ability and traditional trading spirit of the American agricultural community.

Exports provide markets for nearly 60 percent of our annual wheat crop; 55 percent of the rice; half of the soybeans; more than one-third of the cotton and tobacco; and one-fourth of the feed grains we produce.

About one-fifth of 1975 farm cash receipts resulted from agricultural exports. Production from nearly one out of every three harvested acres is sold abroad. Because of export requirements, U. S. land devoted to crops and livestock is increasing annually.

The vast network of support and service companies and organizations that link American farmers to consumers beyond our borders benefits from exports. Businesses that include agricultural machinery and chemicals manufacturers; the packaging and container industries; the transportation system; international banks; forwarders; brokers; and the small army of marketers, promotion specialists, and commercial representatives who travel the world probing for new or expanding markets for American farm products, all benefit from exports. Every additional billion dollars realized from an export sale generates 50,000 additional jobs here at home.

The American agricultural export enterprise can look forward to continuing opportunities for expanding world trade.

FOREIGN AGRICULTURAL SERVICE
U. S. DEPARTMENT OF AGRICULTURE
WASHINGTON, D. C. 20250

The Foreign Agricultural Service (FAS) is a service and promotion agency for the many elements of the U. S. agricultural export business. It reports on developments in world trade and conducts activities and events to stimulate and expand agricultural exports.

Following is a brief description of some of the organizations within FAS that offer export development services, and the U. S. food and agricultural trade groups and associations that cooperate with FAS on export promotion.

Page numbers refer to this directory.

Agricultural Attaches and Officers:

FAS has agricultural attaches and officers stationed in 61 American Embassies and Consulates in countries around the world. Many of them report on additional countries and areas. They are the key link in gathering, and reporting back to the United States, information on agricultural production, trade, and market opportunities. They also assist U. S. business groups and individuals traveling abroad to find and sell to international markets. See page 11.

Marketing directors and specialists in the FAS commodity area obtain and analyze information from agricultural attaches and other sources on a wide range of food and other agricultural commodities and products. Of special significance are competition studies and reports that list and analyze our major competitors in world markets, by country, commodity, and product.

The following broad groups of U.S. farm products are studied by these specialists: cotton; dairy and poultry; fats and oils; fruits and vegetables; grains and feeds; livestock and meat products; and tobacco and seeds. FAS also compiles information on agricultural imports to the United States.

Market Development Cooperators:

A total of 41 U. S. agricultural trade associations are cooperating with FAS to develop overseas markets for their respective products. They undertake a wide range of marketing and promotional activities aimed at the world spectrum of potential customers.

This program is sponsored, guided, and partially funded by FAS, but the associations provide basic initiative and direction. On an overall basis they and their foreign counterparts match FAS contributions two to one. See page 57.

State and Regional Organizations and Representatives:

State departments of agriculture and other state organizations are involved to varying degrees in export promotion. They cooperate with FAS in many projects, the most important of which are:

Help solicit commercial participants for overseas trade exhibits and similar events

Plan and conduct export seminars

Work with individual tradesmen and other exporters

Arrange appointments and trade visits in the United States for overseas businessmen

Support and update listings for the Trade Opportunity Referral Service and Export Briefs (see below)

Help staff and service FAS-sponsored overseas promotional events and provide certain overseas services, at FAS request

Provide continuing support to the export trade and agri-business community within their respective states or regions

State representatives are a good source of information on the services for actual and potential exporters of American agricultural products. They welcome inquiries. See page 44.

Some state departments of agriculture have merged into regional groups to more effectively coordinate export promotion and their relations with FAS. Forty-one states are now members of five such groups. A listing of these groups and their member states starts on page 38.

Export Trade Services Division

This FAS division operates several well-known programs to help the U. S. food and agricultural trade in its export efforts. They are:

Trade Opportunity Referral Service (TORS)

This is a computerized system that matches overseas buyers with U. S. suppliers of agricultural products. Several thousand importers

Trade Opportunity Referral Service (TORS) (Continued)

and other traders from 50 countries and most U. S. states are listed in this system. In operation, trade inquiries come in from overseas posts, are matched with U. S. suppliers, then the computer-printed inquiry is sent to U. S. handlers of the products or commodities.

Combined with TORS is Export Briefs, a weekly publication that lists all current trade inquiries. It is distributed to the U. S. trade either through state marketing representatives or direct from FAS. For information on either of these services, contact your state marketing representative (marked with an asterisk, starting on page 44), or FAS, phone (202) 447-7103.

New Product Testing Service

The entry and sale of certain American food products into certain markets are occasionally being questioned by foreign government representatives because of ingredients or label wording. FAS, through its attaches, will clear food labels and promptly report to the supplier on the results of this clearance. There is a charge of $5.00 per label, per country for this service and it often takes several weeks. In 1975, labels were cleared for 446 products in 15 countries.

For information on this program, call (202) 447-2423.

Export Sales Teams

Under this overseas promotional device, executives from several food companies or brokerage firms join together under FAS sponsorship to travel to a certain market and promote their products to the specially invited trade. FAS assembles and ships the food samples, arranges for the display site abroad, and generally assists the sales team both in the United States and abroad. For information on sales teams, phone (202) 447-7787.

Overseas Exhibits

FAS sponsors overseas trade shows which give the U. S. businessman an excellent opportunity to display and promote his products to the overseas trade, and to carry on intensive negotiations with potential buyers on their home ground. For information on exhibits, call (202) 447-7787.

Transportation Services

A transportation specialist provides information on ocean and air transportation of agricultural products, and is available for consultation on specific problems affecting the export shipment of any agricultural product to any market.

He also counsels on the Webb-Pomerene Act of 1918, which exempts businessmen operating under it from the antitrust laws in order to facilitate the movement of American goods to foreign countries.

For information on Webb-Pomerene organizations, and general problems on transportation, phone (202) 447-7481.

Publications

FAS publishes and distributes reports and circulars on developments in world agriculture. Its weekly printed magazine, Foreign Agriculture, available by subscription from the Government Printing Office ($34.35 annually plus $8.60 for overseas postage), gives timely information on international markets, production, consumption, trends, and news events.

For lists of these publications, and for extra single copies of this directory (as long as the supply lasts), write or call:

Information Services Staff
Room 5918-South
Foreign Agricultural Service
U. S. Department of Agriculture
Washington, D. C. 20250
Tel: (202) 447-7937

The principal sections of the Export Trade Services Division are:

DIRECTOR ..... William F. Dobbins
Tel: (202) 447-6343

State/Trade Coordination Branch

CHIEF ..... Byron K. Montgomery
Tel: (202) 447-2423

TORS Coordinator (Export Briefs) ..... Lloyd R. Williams
Tel: (202) 447-7103

Transportation Coordinator ..... Thomas M. Poerstel
Tel: (202) 447-7481

New Products Testing System Coordinator ..... Ms. Billie W. Tovell
Tel: (202) 447-2423

Program Development and Operations Branch

CHIEF ..... Norman R. Kallemeyn
Tel: (202) 447-7787

AGRICULTURAL ATTACHÉ SERVICE

The Agricultural Attachés are the overseas "eyes and ears" of American agriculture, representing U. S. agricultural interest abroad and providing information on world trade and market development of agricultural products. Their reports are available in the FAS Commodity Divisions.

William Horbaly
Assistant Administrator for
Agricultural Attachés
Tel: (202) 447-6138

Alexander Bernitz
Deputy Assistant Administrator
for Agricultural Attachés
Tel: (202) 447-3253 or 73297

Area Officers

Europe (Non EC Countries)

G. Stanley Brown
European Area Officer
Tel: (202) 447-2144 or 76083

Europe (EC Countries)

Stan Phillips
European Area Officer
Tel: (202) 447-6551

Western Hemisphere

Norman J. Pettipaw
Western Hemisphere Area Officer
Tel: (202) 447-2690

Far East and South Asia

Eugene T. Ransom
Far East and South Asia Area Officer
Tel: (202) 447-7053

Near East and Africa

John S. DeCourcy
Near East and Africa Area Officer
Tel: (202) 447-4887 or 76472

Representation and Foreign Visitors Staff

Haven D. Umstott
Tel: (202) 447-6725

Agricultural Attaches and Officers

COUNTRY	NAME AND TITLE	ADDRESS
Australia	Harlan J. Dirks Agricultural Attaché	American Embassy Moonah Pl. Yarralumla, A.C.T. CANBERRA Tel: 731-351

Agricultural Attachés and Officers (Continued)

COUNTRY	NAME AND TITLE	ADDRESS
Austria (also Hungary & Czechoslovakia)	Nicholas M. Thuroczy Agricultural Attaché	American Embassy IX Boltzmanngasse 16 A-1091 VIENNA Tel: 346-611
Bangladesh	Carl O. Winberg Agricultural Attaché	American Embassy Adamjee Court Building Montijheel DACCA Tel: 244-220
Belgium	Frank A. Padovano Agricultural Attaché	American Embassy 27 Blvd. du Regent BRUSSELS Tel: 513-3830
	John E. Montel Agricultural Attaché	U. S. Mission to the European Communities 40 Blvd. du Regent Boite 3 BRUSSELS 1000 Tel: 513-4450
Brazil	Leon G. Mears Agricultural Attaché	American Embassy Lote No. 3 Avenida das Nacoes BRASILIA Tel: 230-120
	Robert J. Wicks Agricultural Officer	American Consulate General Rua Padre Joao Manuel 20 SAO PAULO Tel: 375-574
Canada	Clarence V. Jean Agricultural Attaché	American Embassy 100 Wellington Street OTTAWA Tel: 238-5335

icultural Attaches and Officers (Continued)

COUNTRY	NAME AND TITLE	ADDRESS
hile	Max Bowser Agricultural Attache	American Embassy Mercel 230 SANTIAGO Tel: 82-801
hina, People's Republic Of	Koy L. Neeley Agricultural Attache	U. S. Liaison Office PEKING, P.R.C.
hina, The Republic Of	Frank L. Waddle Agricultural Attache	American Embassy 2 Chung Hsiao West Road TAIPEI, TAIWAN Tel: 333-551
olombia	Alfred R. Persi Agricultural Attache	American Embassy Calle 37 #8-40 BOGOTA Tel: 329-100
osta Rica also Panama)	Edwin I. Cissel Agricultural Attache	American Embassy Avenida 3 & Calle I SAN JOSE Tel: 225-566
enmark also Norway)	Fred W. Traeger Agricultural Attache	American Embassy Dag Hammarskjolds Alle 24 COPENHAGEN Tel: (01)-21 31 44
ominican Republic also Bermuda, Bahamas, aiti & Jamaica)	John D. Jacobs Agricultural Attache	American Embassy Calle Cesar Nicolas Pensen and Calle Leopoldo Navarro SANTO DOMINGO Tel: 682-2171
cuador	C. Milton Anderson Agricultural Attache	American Embassy 120 Avenida Patria QUITO Tel: 30-020

Agricultural Attaches and Officers (Continued)

COUNTRY	NAME AND TITLE	ADDRESS
El Salvador (also Nicaragua)	James W. Brock Agricultural Attaché	American Embassy 1230, 25 Avenida Norte SAN SALVADOR Tel: 257-100
Egypt, Arab Republic of	H. Reiter Webb, Jr. Agricultural Attaché	American Embassy 5 Sharia - Latin America CAIRO Tel: 28219
France	Kenneth E. Ogren Agricultural Attaché	American Embassy 2 Ave. Gabriel PARIS Tel: 265-7460
	Hans G. Hirsch Agricultural Attaché (OECD)	U. S. Mission to the Organization for Economic Cooperation & Development 19, Rue de Franqueville PARIS 16e Tel: 524-9743
Germany	Turner L. Oyloe Agricultural Attaché	American Embassy Mehlemer Avenue 5300 Bonn Bad Godesberg BONN Tel: 221-8955
Great BRITAIN and No. Ireland	(See United Kingdom)	
Greece	Wilferd L. Phillipsen Agricultural Attaché	American Embassy 91 Queen Sophia Avenue ATHENS Tel: 712-951
Guatemala (also Honduras and Belize)	Francis H. Jack III Agricultural Attaché	American Embassy Avenida La Reforma 7-01 Zona 1 GUATEMALA CITY Tel: 61-541

Agricultural Attachés and Officers (Continued)

COUNTRY	NAME AND TITLE	ADDRESS
Hong Kong	Harold C. Champeau Agricultural Officer	American Consulate General 26 Garden Road HONG KONG Tel: 239-011
India (also Nepal)	Ivan E. Johnson Agricultural Attaché	American Embassy Shanti Path, Chanakyapur 21 NEW DELHI Tel: 70-351
	Oldrich Fejfar Agricultural Officer	American Consulate General "Lincoln House" 78 Bhulabhai Desai Road BOMBAY Tel: 363-611
Indonesia	Verle E. Lanier Agricultural Attaché	American Embassy Medan Merdeka Selatan 5 JAKARTA Tel: 40-001
Iran	Paul J. Ferree Agricultural Attaché	American Embassy 260 Ave. Takti Jamshid TEHRAN Tel: 825-091
Ireland	Glenn Whiteman Agricultural Attaché	American Embassy 42 Elgin Rd., Ballsbridge DUBLIN Tel: 688-777
Israel (also Cyprus)	Roger Puterbaugh Agricultural Attaché	American Embassy 71 Hayarkon Street TEL AVIV Tel: 54-338

Agricultural Attachés and Officers (Continued)

COUNTRY	NAME AND TITLE	ADDRESS
Italy	Elmer W. Hallowell Agricultural Attaché	American Embassy Via V. Veneto 119 ROME Tel: 4674
	John K. Davenport Agricultural Officer	American Consulate General Piazza della Repubblica 32 MILAN Tel: 652-841
Japan	Larry F. Thomasson Agricultural Attaché	American Embassy 2 Akasaka Aoi-cho, Minato-ku TOKYO Tel: 583-7141
Kenya (also Uganda & Zambia)	James K. Freckmann Agricultural Attaché	American Embassy (P. O. Box 30137) Eliot Street NAIROBI Tel: 334-141
Korea	Gordon S. Nicks Agricultural Attaché	American Embassy 82 Sejong - Ro SEOUL Tel: 722-601
Lebanon (also Jordan & Syria)	Shackford Pitcher Agricultural Attaché	TEMPORARY RESIDENCE American Embassy Damascus, Syria Tel: 361-800
Liberia (also Guinea, Republic of Ivory Coast, Senegal and Sierra Leone)	Charles Clendenen Agricultural Attaché	American Embassy United Nations Drive MONROVIA Tel: 22-991

Agricultural Attachés and Officers (Continued)

COUNTRY	NAME AND TITLE	ADDRESS
Malaysia (also Brunei and Singapore)	Theodore R. Freeman, Jr. Agricultural Attaché	American Embassy AIA Bldg. - Jalan Am KUALA LUMPUR Tel: 26-321
Mexico	Richard S. Welton Agricultural Attaché	American Embassy Paseo de la Reforma Colonia Cuauhtemoc MEXICO CITY, D. F. Tel: 525-9100
Morocco (also Tunisia and Libya)	Jerome M. Kuhl Agricultural Attaché	American Embassy Charla Marrakech RABAT Tel: 30-361
Netherlands	James A. Hutchins, Jr. Agricultural Attaché	American Embassy 102 Lange Voorhout THE HAGUE Tel: 624-911
New Zealand	Harold T. Sanden Agricultural Attaché	American Embassy 155-161 The Terrace Room 1105-06 WELLINGTON Tel: 41-074
Nigeria (also Ghana)	Garth W. Thorburn Agricultural Attaché	American Embassy 1 King's College Roa LAGOS Tel: 57-320
Pakistan	Alvin E. Gilbert Agricultural Attaché	American Embassy Ramna 4 ISLAMABAD Tel: 26-161

Agricultural Attachés and Officers (Continued)

COUNTRY	NAME AND TITLE	ADDRESS
Peru (also Bolivia)	Lawrence R. Fouchs Agricultural Attaché	American Embassy Avenidas Wilson and Espana LIMA Tel: 286-000
Philippines	Glenn R. Samson Agricultural Attaché	American Embassy 1201 Roxas Boulevard MANILA Tel: 598-011
Poland	Gerald Harvey Agricultural Attaché	American Embassy, WARSAW c/o American Consulate General APO New York 09757 Tel: 283-041
Portugal	John C. McDonald Agricultural Attaché	American Embassy Avenida Duque de Loule NO. 39 LISBON Tel: 555-141
South Africa, Republic of (also Lesotho, Botswana, Southwest Africa and Swaziland)	Rado J. Kinzhuber Agricultural Attaché	American Embassy 225 Pretorius Street Pretoria, TRANSVAAL Tel: 484-266
Spain	Clarence L. Miller Agricultural Attaché	American Embassy Serrano 75 MADRID Tel: 276-3600
Sweden (also Finland)	James O. Howard Agricultural Attaché	American Embassy Strandvagen 101 STOCKHOLM Tel: 630-520

Agricultural Attachés and Officers (Continued)

COUNTRY	NAME AND TITLE	ADDRESS
Switzerland	Homer F. Walters Agricultural Attaché	American Embassy 93/95 Jubilaumsstrasse BERN Tel: 430-011
	Ernest Koenig Agricultural Attaché	U. S. Mission to European Office of U.N. and Other International Organizations 80 Rue de Lausanne-1202 GENEVA Tel: 327-020
Taiwan	(see China, the Republic Of)	
Thailand	Guy L. Haviland, Jr. Agricultural Attaché	American Embassy 95 Wireless Road BANGKOK Tel: 252-5040
Trinidad & Tobago (also Antigua, Barbados, Dominica, French Guiana, French West Indies, Grenada, Guyana, Monserrat, Netherlands Antilles, St. Kitts-Nevis, St. Lucia, St. Vincent and Surinam)	Harry C. Bryan Agricultural Attaché	American Embassy 15 Queen's Park West PORT-OF-SPAIN Tel: 26-371
Turkey	Walter A. Stern Agricultural Attaché	American Embassy 110 Ataturk Blvd. ANKARA Tel: 274-350
Union of Soviet Socialist Republics (U.S.S.R.)	Alan W. Trick Agricultural Attaché	American Embassy APO New York 09862 Tel: Moscow 252-0011

Agricultural Attachés and Officers (Continued)

COUNTRY	NAME AND TITLE	ADDRESS
United Kingdom (Great Britain and Northern Ireland)	William L. Rodman Agricultural Attaché	American Embassy 24/31 Grosvenor Sq. W. 1 LONDON Tel: 499-9000
Uruguay (also Argentina and Paraguay)	James P. Rudbeck Agricultural Attaché	American Embassy Lauro Muller 1776 MONTEVIDEO Tel: 409-051
Venezuela	James Ross Agricultural Attaché	American Embassy Avenida Francisco de Miranda and Avenida Principal de la Floresta CARACAS Tel: 284-6111
Yugoslavia (also Romania)	Robert J. Svec Agricultural Attaché	American Embassy Kneza Milosa 50 BELGRADE Tel: 645-655
Zaire, Republic Of	John A. Williams Agricultural Attaché	American Embassy 310 Ave. des Aviateurs KINSHASA Tel: 22-698

INTERGOVERNMENTAL AFFAIRS

This listing shows Federal Regional Council USDA Liaison Representatives in the United States, by region. These officials, who work with state and local government personnel in their regions, represent the Secretary of Agriculture on the Federal Regional Councils and provide Council leadership on rural development work.

HEADQUARTERS

Office of Intergovernmental Affairs
U. S. Department of Agriculture
Washington, D. C. 20250

WASHINGTON STAFF

R. B. Wilson
Assistant to the Secretary for
Intergovernmental Affairs
Tel: (202) 447-6643

J. S. Wood
Deputy Assistant
Tel: (202) 447-7615

Regions and Representatives (Follow each name with Office of the Secretary, Office of Intergovernmental Affairs, U. S. Department of Agriculture, and the address below):

FRC REGION	STATES IN FRC REGION	USDA LIAISON REPS., FRC
I Boston	Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont	Sherman K. Sprague State Director, FmHA, USDA 141 Main Street Box 588 Montpelier, Vermont 05602 Tel: (802) 832-4454
II New York City	New Jersey, New York, Puerto Rico, Virgin Islands	Michael J. Lonergan Regional Director, OI, USDA 26 Federal Plaza, Room 1707 New York, New York 10007 Tel: (212) 264-8400

FRC REGION	STATES IN FRC REGION	USDA LIAISON REPS., FRC
III Philadelphia	Delaware, Maryland, Pennsylvania, Virginia, West Virginia, District of Columbia	Penrose Hallowell State Director, FmHA, USDA Federal Building, Room 728 228 Walnut Street P. O. Box 905 Harrisburg, Pennsylvania 17108 Tel: (717) 590-4476
IV Atlanta	Kentucky, Tennessee, Mississippi, Alabama, Georgia, North Carolina, South Carolina, Florida	Michael W. Kageorge Assistant Area Director, USDA APMA, SA-S&PF Room 713 1720 Peachtree Road, N. W. Atlanta, Georgia 30309 Tel: (404) 285-5663
V Chicago	Minnesota, Wisconsin, Michigan, Illinois, Indiana, Ohio	Charles W. Shuman State Director, FmHA, USDA 2106 W. Springfield Avenue Champaign, Illinois 61820 Tel: (217) 958-9127
VI Dallas	Texas, Arkansas, Louisiana, Oklahoma, New Mexico	Martin D. Garber Regional Administrator, FNS, USDA 1100 Commerce Street Dallas, Texas 75202 Tel: (214) 749-2877
VII Kansas City	Iowa, Kansas, Missouri, Nebraska	George L. Eastling, Jr. Director, Prairie Village ASCS Commodity Office, USDA Box 8377 Shawnee Mission, Kansas 66208 Tel: (816) 926-6401
VIII Denver	Colorado, Utah, Wyoming, Montana, North Dakota, South Dakota	Craig Rupp, Acting Regional Forester, FS, USDA Box 25127 Lakewood, Colorado 80225 Tel: (303) 234-3711

FRC REGION	STATES IN FRC REGION	USDA LIAISON REPS., FRC
IX San Francisco	Arizona, California, Nevada, Hawaii, Guam	Douglas R. Leisz Regional Forester, FS, USDA 630 Sansome Street San Francisco, California 94111 Tel: (415) 556-4310
X Seattle	Alaska, Idaho, Oregon, Washington	Don R. Campbell Forest Sup., FS, USDA Mt. Baker-Snoqualmie National Forest 1601 Second Avenue Building Seattle, Washington 98101 Tel: (206) 399-0307

ANIMAL AND PLANT HEALTH INSPECTION SERVICE

The Animal and Plant Health Inspection Service is responsible for the inspection and certification of animals, plants and agricultural products to meet health and/or sanitation requirements for export. The agency's veterinarians inspect animals, poultry, meat and other animal products to assure conformance with health and sanitation requirements for export as prescribed by the United States and the country of destination. At the request of exporters, plant inspectors certify the sanitation of plants and plant foods in accordance with the requirements of the receiving nations.

Export of Live Animals and Live Poultry

Dr. John R. Langridge
Veterinary Services
Animal and Plant Health Inspection Service
U. S. Department of Agriculture
Hyattsville, Maryland 20782
Tel: (301) 436-8383

APHIS Veterinary Services

Area and Veterinarian in Charge

AREA 1: (Connecticut, Rhode Island, Vermont, New Hampshire, Maine, and Massachusetts)

Dr. A. E. Decoteau
USDA, APHIS Veterinary Services
424 Trapelo Road, Building 134 North
Waltham, Massachusetts 02154
Tel: (617) 894-2400 ext. 761
FTS 839-7761

AREA 2: (New Jersey, Pennsylvania, and New York)

Dr. W. W. Thomas
USDA, APHIS Veterinary Services
Room 513, 80 Wolf Road
Albany, New York 12205
Tel: (518) 472-3377
FTS 562-3377

AREA 3: (Delaware, West Virginia, Virginia, and Maryland)

Dr. Paul Kramer
USDA, APHIS Veterinary Services
Room 601 Presidential Building
6525 Belcrest Road
Hyattsville, Maryland 20782
Tel: (301) 436-8044
FTS 436-8044

AREA 4: (Ohio and Michigan)

Dr. Douglas Stauffer
USDA, APHIS Veterinary Services
94 W. Church Street
P. O. Box 264
Pickerington, Ohio 43147
Tel: (614) 469-5602
FTS 943-5602

Area and Veterinarian in Charge (Continued)

AREA 5: (Illinois and Indiana)

Dr. H. D. White
USDA, APHIS Veterinary Services
5610 Crawfordsville Road, Suite 1000
Indianapolis, Indiana 46224
Tel: (317) 269-6132
FTS 331-6132

AREA 6: (Wisconsin and Minnesota)

Dr. Basil Ward
USDA, APHIS Veterinary Services
555 Wabasha Street
St. Paul, Minnesota 55102
Tel: (612) 725-7691
FTS 725-7691

AREA 7: (Kentucky and Tennessee)

Dr. W. E. Ivey
USDA, APHIS Veterinary Services
P. O. Box 348
Brentwood, Tennessee 37027
Tel: (615) 749-5594
FTS 852-5594

AREA 8: (Mississippi and Alabama)

Dr. S. C. Gartman
USDA, APHIS Veterinary Services
P. O. Box 1120
400 Milner Bldg.
Lamar and Pearl Streets
Jackson, Mississippi 39205
Tel: (601) 969-4307
FTS 490-4307

AREA 9: (North Carolina, South Carolina, and Georgia)

Dr. Oren Kelsey
USDA, APHIS Veterinary Services
P. O. Box 11598
Columbia, South Carolina 29211
Tel: (803) 765-5612
FTS 677-5612

AREA 10: (Florida, Puerto Rico and Virgin Islands)

Dr. Wiley Bird
USDA, APHIS Veterinary Services
P. O. Box 400
Miami Springs, Florida 33166
Tel: (305) 592-3210
FTS 350-4733

AREA 11: (Louisiana, Arkansas, and Oklahoma)

Dr. Allen G. Spreitzer
USDA, APHIS Veterinary Services
115 NW Sixth Street
Oklahoma City, Oklahoma 73102
Tel: (405) 231-4335
FTS 736-4335

AREA 12: (New Mexico and Texas)

Dr. E. S. Cox
USDA, APHIS Veterinary Services
702 Colorado Street - Room 301
Austin, Texas 78701
Tel: (512) 397-5551
FTS 734-5551

Area and Veterinarian in Charge (Continued)

AREA 14: (Montana, South Dakota and North Dakota)

Dr. M. B. Huffman
USDA, APHIS Veterinary Services
P. O. Box 639
220 E. Rosser Avenue
Room 222 Federal Building
Bismark, North Dakota 58501
Tel: (701) 255-4011 ext. 211
FTS 783-4211

AREA 15: (Wyoming, Utah and Colorado)

Dr. D. A. Price
USDA, APHIS Veterinary Services
2490 West 26th Avenue - Room 237
Denver, Colorado 80211
Tel: (303) 837-3481
FTS 327-3481

AREA 16: (Kansas and Nebraska)

Dr. Ross Gerding
USDA, APHIS Veterinary Services
P. O. Box 81866
100 Centennial Mall North - Room 398
Lincoln, Nebraska 68501
Tel: (402) 471-5441
FTS 867-5441

AREA 17: (Iowa and Missouri)

Dr. G. W. Spangler
USDA, APHIS Veterinary Services
210 Walnut Street
Federal Building - Room 877
Des Moines, Iowa 50309
Tel: (515) 284-4140
FTS 862-4140

AREA 18: (Nevada, Arizona, Hawaii and California)

Dr. J. B. Healy
USDA, APHIS Veterinary Services
650 Capitol Mall, Room 8566
Sacramento, California 95814
Tel: (916) 440-3215
FTS 448-3215

AREA 19: (Oregon, Washington, Idaho and Alaska)

Dr. R. Evinger
USDA, APHIS Veterinary Services
P. O. Box 2108
494 State Street, Room 203
Salem, Oregon 97308
Tel: (503) 399-5871
FTS 422-5871

Export of Meat and Poultry Products

Dr. H. M. Steinmetz
Meat and Poultry Inspection
Animal and Plant Health Inspection Service
U. S. Department of Agriculture
Washington, D. C. 20250
Tel: (202) 447-7610

Export of Meat and Poultry Products (Continued)

WESTERN REGION: (Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, North Dakota, Oregon, South Dakota, Utah, Washington, Wyoming, and Samoa, Guam)

Dr. L. J. Rafoth, Director
Building 2C - Room 102
620 Central Avenue
Alameda, California 94501
Tel: (415) 536-7402

SOUTHWESTERN REGION: (Arkansas, Kansas, Louisiana, Missouri, New Mexico, Oklahoma, and Texas)

Dr. Willis H. Irvin, Director
1100 Commerce Street
Room 5-F41
Dallas, Texas 75201
Tel: (214) 749-3747

NORTH CENTRAL REGION: (Illinois, Indiana, Iowa, Michigan, Minnesota, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin)

Dr. L. H. Burkert, Director
U. S. Courthouse Building
Room 419
East First and Walnut Streets
Des Moines, Iowa 50309
Tel: (515) 284-4042

SOUTHEASTERN REGION: (Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, Puerto Rico, South Carolina, Tennessee, and Virgin Islands)

Dr. G. Harner, Director
1718 Peachtree Street, N. W., Room 216
Atlanta, Georgia 30309
Tel: (404) 526-3911

NORTHEASTERN REGION: (Connecticut, Delaware, District of Columbia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Virginia, Vermont, and West Virginia)

Dr. M. Hatter, Director
1421 Cherry Street - Seventh Floor
Philadelphia, Pennsylvania 19102
Tel: (215) 597-4219

Plant Protection and Quarantine Programs, by Region

Export of Plants and Plant Products

Scot Campbell
Plant Protection and Quarantine Programs
Animal and Plant Health Inspection Service
U. S. Department of Agriculture
Hyattsville, Maryland 20782
Tel: (301) 436-8247

NORTHEASTERN REGION

J. T. Koski, Regional Director
Plant Protection and Quarantine Programs
APHIS, USDA
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P. O. Box 93
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Tel: (609) 963-2267

Plant Protection and Quarantine Programs, by Region (Continued)

Export of Plants and Plant Products (Continued)

SOUTHEASTERN REGION

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Plant Protection and Quarantine Programs
APHIS, USDA
3505 25th Avenue
Gulfport, Mississippi 39501
Tel: (601) 863-6103

WESTERN REGION

A. L. Adams, Regional Director
Plant Protection and Quarantine Programs
APHIS, USDA
620 Central Avenue
Building 2B, Room 103
Alameda, California 94501
Tel: (415) 273-6044

SOUTH-CENTRAL REGION

John L. Ward, Regional Director
Plant Protection and Quarantine Programs
APHIS, USDA
400 Boca Chica Tower
2100 Boca Chica Boulevard
Brownsville, Texas 78520
Tel: (512) 546-8213

AGRICULTURAL MARKETING SERVICE

The Agricultural Marketing Service has responsibility for quality and condition standards of the Department of Agriculture. Fresh and processed agricultural products are graded according to these standards. Exporters on a fee basis can obtain this grading service in terms of the quality specifications of foreign buyers.

The following office can refer you to sources of information for grading of specific agricultural products:

Agricultural Marketing Service
U. S. Department of Agriculture
Room 3071-South Building
Washington, D. C. 20250
Tel: (202) 447-5115

AGRICULTURAL RESEARCH SERVICE

The Agricultural Research Service conducts research to improve farm production processing and marketing. Activities of particular interest to exporters include--information, research publications and consultations on transportation, packaging, storage, refrigeration, market diseases and disorders, insect control and pesticide residues for domestic and foreign marketing. Studies are made to determine the best ways to select, pack and ship for export and the results are published.

T. W. Edminster, Administrator
Agricultural Research Service
Room 302-A
Washington, D. C. 20250
Tel: (202) 447-3656

Dr. Ralph J. McCracken
Associate Administrator
Agricultural Research Service
Room 302-A
Washington, D. C. 20250
Tel: (202) 447-3658

Dr. William G. Chace, Jr.
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Dale L. Anderson
National Program Staff Scientist--Transportation and Facilities
Room 214, B-005, BARC-W
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Tel: (301) 344-2780

FIELD OPERATIONS

Northeastern Region

Dr. Steven C. King
Deputy Administrator
Room 333, B-003, BARC-W
Beltsville, Maryland 20705
Tel: (301) 344-3418

Dr. H. S. Ricker, Chairman
Agricultural Marketing Research Institute
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Beltsville, Maryland 20705
Tel: (301) 344-3338

Northeastern Region (Continued)

Dr. A. W. Kotula, Lab. Chief
Meat Science Research Lab.
B-201, BARC-E
Beltsville, Maryland 20705
Tel: (301) 344-2400

Philip Breakiron, Lab. Chief
Transportation and Packaging Research Lab.
Room 210, B-006, BARC-W
Beltsville, Maryland 20705
Tel: (301) 344-2815

Northeastern Region (Continued)

L. Risse & R. McDonald
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38 Marconistraat
Rotterdam, The Netherlands
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Telex: 26649 - usars nl

M. Ceponis
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North Central Region

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Dr. L. Beraha
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Dr. Y. Pomeranz
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Manhattan, Kansas 66502
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Southern Region

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Southern Region (Continued)

Dr. J. M. Wells
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Byron, Georgia 31008
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Dr. T. Hatton
U. S. Horticultural Research Lab.
2120 Camden Road
Orlando, Florida 32803
Tel: (305) 898-6791

Dr. T. H. Camp
Transportation and Marketing Research Unit
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College Station, Texas 77840
Tel: (713) 846-8821

Dr. W. Carter
Market Quality Research
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Western Region

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Western Region (Continued)

Dr. L. Houck
Citrus Storage and Marketing
Research
Boyden Entomology Lab.
University of California
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J. Fountain
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3706 West Nob Hill Boulevard
Yakima, Washington 98902
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STATE EXTENSION SERVICES

Joseph R. Corley, Economist
Foreign Trade, Extension Service
U. S. Department of Agriculture
Washington, D. C. 20250
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Works with State Extension Services and USDA agencies to develop and conduct extension programs for foreign trade.

The following are key contacts in the Cooperative Extension Service of the State Universities who can direct you to sources of information on food and agricultural exports and help analyze opportunities for getting into the export market:

Alabama

A. R. Cavender
Auburn University
Auburn, Alabama 36830
Tel: (205) 826-4962

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University of Alaska
Fairbanks, Alaska 99701
Tel: (907) 479-7246

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C. Curtis Cable
University of Arizona
Tucson, Arizona 85721
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A. W. Woodard
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Little Rock, Arkansas 72203
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377 University Hall
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Virgin Islands

Darshan S. Padda
Virgin Islands Extension Service
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Tel: (809) 773-0246

STATE ORGANIZATIONS

TLANTIC INTERNATIONAL MARKETING ASSOCIATION (AIM)

An association of five eastern State Departments of Agriculture to promote and develop agricultural exports from member states. They are: Georgia, Maryland, North Carolina, South Carolina, and Virginia.

PRESIDENT

Eugene E. Carroll, Jr., North Carolina Department of Agriculture

VICE-PRESIDENT

John J. Ligon, Virginia Department of Agriculture and Commerce

SECRETARY/TREASURER

Johnny V. Whitworth, Georgia Department of Agriculture

ASTERN U. S. AGRICULTURAL AND FOOD EXPORT COUNCIL, INC. (EUSAFEC)

An organization of the ten northeast State Departments of Agriculture formed to develop cooperative programs to increase the exports of food and other agricultural products. The member states are: Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont.

PRESIDENT

Phillip Alampi, New Jersey Department of Agriculture

VICE-PRESIDENT

Frederic Winthrop, Jr., Massachusetts Department of Agriculture

SECRETARY/TREASURER

Roger Barber, New York Department of Agriculture

MEMBERS, EXECUTIVE COMMITTEE

Joseph Williams, Maine Department of Agriculture
Raymond Kerstetter, Pennsylvania Department of Agriculture

EASTERN U. S. AGRICULTURAL AND FOOD EXPORT COUNCIL, INC. (EUSAFEC) (Continued)

HEADQUARTERS

2 World Trade Center, Suite 5095
New York, New York 10047
Tel: (212) 432-0020
TWX: 710-581-4314

Rosario J. Caponetto, EXECUTIVE DIRECTOR
Lynda M. Wright, ASSISTANT TO THE DIRECTOR

MID-AMERICA INTERNATIONAL AGRI-TRADE COUNCIL (MIATCO)

An export council of the twelve midwest State Departments of Agriculture to coordinate and expand activities for food and agricultural products. The member states are: Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.

PRESIDENT

Robert H. Lounsberry, Iowa Department of Agriculture

VICE-PRESIDENT

James B. Boillot, Missouri Department of Agriculture

TREASURER

Glenn Kruesher, Nebraska Department of Agriculture

SECRETARY

John O. Dunbar, Indiana Agricultural Experiment Station, Purdue University

HEADQUARTERS

300 West Washington Street, Suite 710
Chicago, Illinois 60606
Tel: (312) 368-4448

Dennis J. Dunn, EXECUTIVE DIRECTOR
Thomas E. Corum, INTERNATIONAL MARKETING REPRESENTATIVE

NATIONAL ASSOCIATION OF MARKETING OFFICIALS (NAMO)

NAMO is an affiliate of the National Association of State Departments of Agriculture to develop a broad program of services and improve marketing of agricultural products. Executive membership is made up of head of state agency responsible for marketing in domestic and international trade.

PRESIDENT

John F. (Jay) Glatt, Oregon Department of Agriculture

1st VICE-PRESIDENT

John J. Repko, New Jersey Department of Agriculture

2nd VICE-PRESIDENT

Curtis F. Tarleton, North Carolina Department of Agriculture

SECRETARY/TREASURER

Forrest Strand, Michigan Department of Agriculture

MEMBERS AT LARGE

M. C. Combs, Minnesota Department of Agriculture
Kenneth Boughton, Kansas Department of Agriculture

NATIONAL ASSOCIATION OF STATE DEPARTMENTS OF AGRICULTURE (NASDA)

Includes liaison and contacts with State Departments of Agriculture export specialists.

PRESIDENT

L. D. McCorkindale, Arizona Commission of Agriculture and Horticulture

1st VICE-PRESIDENT

Howard C. Townsend, New Hampshire Department of Agriculture

2nd VICE-PRESIDENT

John M. Stackhouse, Ohio Department of Agriculture

NATIONAL ASSOCIATION OF STATE DEPARTMENTS OF AGRICULTURE (NASDA) (Continued)

SECRETARY/TREASURER

S. Mason Carbaugh, Virginia Department of Agriculture and Commerce

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Robert J. Williams, Midwestern States, Illinois Department of Agriculture
George M. Wilber, Northeastern States, Connecticut Department of Agriculture
Stewart Bledsoe, Western States, Washington State Department of Agriculture

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J. B. Grant, ASSISTANT EXECUTIVE SECRETARY

NASDA SUB-COMMITTEE FOR INTERNATIONAL TRADE

This committee, composed of one representative from each NASDA region, serves as an advisor to Foreign Agricultural Service in export programs developed with State Departments of Agriculture.

MEMBERS

John D. Stiles, Chairman, Florida Department of Agriculture and Consumer Services
M. C. Combs, Minnesota Department of Agriculture
Donald O. Cunnion, Pennsylvania Department of Agriculture
R. Vern Divers, Washington State Department of Agriculture

PACIFIC NORTHWEST INTERNATIONAL TRADE COUNCIL (PNITC)

A four-state (Idaho, Montana, Oregon, Washington) partnership of State Departments of Commerce and Economic Development and Departments of Agriculture and private industry representatives communicating jointly to increase Pacific Northwest international trade. The Council facilitates cooperation and joint sponsoring of exhibits, trade missions, sales development and other kinds of sales promotion projects.

PRESIDENT

John George
ORE-IDA Foods, Inc.
P. O. Box 10
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Tel: (208) 343-7941

PNITC AGRICULTURAL COORDINATING COMMITTEE

CHAIRMAN

Jay Glatt, Oregon Department of Agriculture
Tel: (503) 378-3787

SOUTHERN UNITED STATES TRADE ASSOCIATION (SUSTA)

An association of fifteen southern State Departments of Agriculture and related organizations formed to promote food and other agricultural exports from its member states. The member states are: Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia, and West Virginia.

PRESIDENT

S. Mason Carbaugh, Virginia Department of Agriculture and Commerce

VICE-PRESIDENT

John C. White, Texas Department of Agriculture

SECRETARY/TREASURER

Thomas T. Irvin, Georgia Department of Agriculture

SOUTHERN UNITED STATES TRADE ASSOCIATION (SUSTA) (Continued)

EXECUTIVE COMMITTEE

James A. Graham, North Carolina Department of Agriculture
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Telex: 584319 SUSTA NLN

Herbert Stone, EXECUTIVE DIRECTOR
Linda H. Shelton, ASSISTANT TO EXECUTIVE DIRECTOR

STATE DEPARTMENTS OF AGRICULTURE

(Includes other State agencies in States where the State Department of Agriculture does not have the primary responsibility for export development.)

*Denotes the primary contact in each State for export information and assistance to private traders in developing food and agricultural exports.

Alabama Department of Agriculture and Industries

P. O. Box 3336
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Montgomery, Alabama 36109

McMillan Lane, Commissioner
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Palmer, Alaska 99645

Allan Linn, Director
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*Edward D. Kern, Marketing Specialist
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Arizona Department of Economic Planning and Development

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Arizona Department of Economic Planning and Development (Continued)

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Arkansas State Plant Board

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Robert W. Anderson, Director
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California Department of Food and Agriculture

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Colorado Department of Agriculture

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Verne K. Batchelder
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State Office Building
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George M. Wilber, Commissioner
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Delaware Department of Agriculture

P. O. Drawer D
Dover, Delaware 19901

Martin Isaacs, Secretary
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*Robert C. Berry, Director
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Florida Department of Agriculture and Consumer Services

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Conrad Lutz, European Director
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SODETEG-IRFRAM (Representing Holstein-Friesian Association of America)
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(Place Vanak)
Tehran
David Gomes
Pierre Bashoc
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INTERNATIONAL BRANGUS BREEDERS' ASSOCIATION, INC.
9500 Tioga Drive
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MOHAIR COUNCIL OF AMERICA
516 Central National Bank Building
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NATIONAL ASSOCIATION OF ANIMAL BREEDERS
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25 Nishikubo Akenfunecho
Shiba, Minato-ku
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SANTA GERTRUDIS BREEDERS INTERNATIONAL
P. O. Box 1257
Kingsville, Texas 78363
Thomas Cashion, Executive Secretary
Tel: (512) 592-9357

TANNERS' COUNCIL OF AMERICA, INC.
411 5th Avenue
New York, New York 10016
Eugene L. Kilik, President
Tel: (212) 686-7950

OILSEEDS AND PRODUCTS

AMERICAN SOYBEAN ASSOCIATION
Hudson, Iowa 50643
Ralph Jackson, Executive Vice-Pres.
Dennis Blankenship, Director of Market Development
Tel: (319) 988-3296

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Kenneth Lepley, Director East Europe
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Brussels
Hal I. Richard, European Director
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Kwang Wu Mansion
386, Tun Hua
South Road
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Steve Chen, Country Director
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Dr. Karl W. Fangauf, Country Director
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1100 17th Street, N. W., Room 306
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Frank B. Snodgrass, Vice President and Managing Director
Tel: (202) 296-6820

LEAF TOBACCO EXPORTERS ASSOCIATION, INC.
P.. O. Box 1288
Raleigh, North Carolina 27602
Hugh C. Kiger, Executive Vice President
Tel: (919) 833-1064

TOBACCO ASSOCIATES, INC.
1101 17th Street, N. W., Suite 912
Washington, D. C. 20036
Joseph R. Williams, President
Tel: (202) 659-1160

OTHER U. S. TRADE ASSOCIATIONS WITH PERIODIC SHORT TERM PROJECTS
(January 1976)

This list includes those which have participated in past years and can reasonably be expected to participate in the future.

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AMERICAN CORRIEDALE ASSOCIATION, INC.
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Russell E. Jackson, Secretary
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AMERICAN DAIRY GOAT ASSOCIATION
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Spindale, North Carolina 28160
Don Wilson, Secretary-Treasurer
Tel: (704) 631-3801

THE AMERICAN GUERNSEY CATTLE CLUB
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Peterborough, New Hampshire 03458
Max L. Dawdy, Secretary-Treasurer
Tel: (603) 924-3344

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James F. Cavanaugh, Executive Secretary
Tel: (614) 861-3636

AMERICAN LANDRACE ASSOCIATION
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Eugene G. Benedict, Secretary/Treasurer
Tel: (219) 842-3167

AMERICAN MEAT INSTITUTE
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Washington, D. C. 20007
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J. Russell Ives, Vice-President
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Tel: (703) 841-1030

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Denver, Colorado 80203
George Spencer, Executive Secretary
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C.W. McMillan, Executive Vice-President
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AMERICAN RAMBOUILLIET SHEEP BREEDERS ASSOCIATION
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(915) 949-4414 (San Angelo)

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(January 1976)

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Glen Conaster, Executive Secretary
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Brandon, Vermont 95733
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Peoria, Illinois 61606
Larry L. Rus, Secretary
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Boise, Idaho 83702
Harold West, Executive Director
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NATIONAL INDEPENDENT MEAT PACKERS ASSN.
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John G. Mohay, Vice President
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Julius C. Todd, Executive Secretary
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UNITED DUROC SWINE REGISTRY
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Bruce Henderson, Secretary
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DEVELOPMENT EXPORT INCENTIVE PROGRAMS
(January 1976)

CALIFORNIA ALMOND GROWERS EXCHANGE
1802 C Street
Sacramento, California 95814
Roger J. Bacciqaluppi, President
Tel: (916) 442-0771 (Almonds)

D-N-E SALES, INC.
1900 Old Dixie Highway
Ft. Pierce, Florida 33450
Robert W. Egan, Export Sales Manager
Tel: (305) 465-1110 (Grapefruit)

DEL MONTE CORPORATION
215 Fremont Street
San Francisco, California 94119
H. J. Schlesselmann, Manager
International Marketing Specialist
Tel: (415) 781-7760 (Sweet Corn)

DIAMOND WALNUT GROWERS, INC.
P. O. Box 1727
Stockton, California 95201
John F. Huber, Export Sales Manager
Tel: (209) 456-0201 (Walnuts)

FROMM AND SICHEL, INC. (Christian Brothers)
655 Beach Street
San Francisco, California 94109
Jack Welsch, President
Tel: (415) 673-6333 (Wine)

GOLDEN RIVER PACKING CO.
P. O. Drawer "S"
Vero Beach, Florida 32960
George S. Lambeth, Jr., President
Tel: (305) 562-4564 (Grapefruit)

GREEN GIANT COMPANY
Hazeltine Gates
Chaska, Minnesota 55318
Osmond Way, Director of International
Marketing
Tel: (612) 448-2882 (Sweet Corn)

HEUBLIEN INTERNATIONAL LTD.
(Inglenook)
Farmington, Connecticut 06032
Tom Snell, Director of Marketing,
Beverage
Tel: (203) 677-4061 (Wines)

INDIAN RIVER CITRUS SALES, INC.
P. O. Box 335
Wabasso, Florida 32970
Richard M. Dozier, Sales Manager
Tel: (305) 589-3131 (Grapefruit)

OCEAN SPRAY CRANBERRIES
Hanson, Massachusetts 02341
Jack Connolly, Jr., Director of
Marketing
Horst Class, Manager of International
Marketing
Tel: (617) 293-6301 (Cranberry Prod.)

RIO DEL MAR FOODS, INC.
64 Pine Street
San Francisco, California 94111
Harry Bonn, President
Tel: (415) 421-6902 (Almonds)

SEALD-SWEET GROWERS, INC.
P. O. Box 2349
Tampa, Florida 33601
Donald Lins, Executive Vice President
and General Manager
Tel: (813) 229-2931 (Grapefruit)

SUNKIST GROWERS, INC.
14130 Riverside Drive
Box 7888 Valley Annex
Van Nuys, California
William K. Quarles, Vice President,
Government Affairs
Tel: (213) 986-4800 (Citrus)

CONTRACTORS UNDER MARKET
DEVELOPMENT EXPORT INCENTIVE PROGRAMS (Continued)
(January 1976)

(AS CITRUS EXCHANGE
O. Box 480
nburg, Texas 78539
J. W. Holford, President
Tel: (512) 383-6281 (Grapefruit
Products)

(ASWEET CITRUS, INC.
O. Box 488
ma, Texas 78537
E. A. Koelle, President
Tel: (512) 464-3373 (Grapefruit)

INTERNATIONAL BROKERS OR SELLERS

Export Management Companies, also referred to as Combination Export Management Companies (CEM), provide valuable service to U. S. manufacturers who export, or want to export. Generally, they either act as an export agent for one or more U. S. companies, or they may take actual possession of products to be exported.

A EMC or CEM can perform one or more of the following services in behalf of the U. S. manufacturer and his products:

1. Find the overseas buyer through personal contact or through an overseas agency relationship.

2. Provide marketing data tailored to specific world areas and products.

3. Represent the U. S. manufacturer in overseas trade circles, and at overseas promotional events sponsored by the Foreign Agricultural Service.

4. Arrange for such export services as forwarding and shipping, financing, product introduction, and commercial promotion in the foreign market.

5. Serve, in effect, as the "export department" for the U. S. company.

The designated EMC or CEM does not apply to all such companies. Some of them refer to themselves as export brokers, international brokers, or by some other name.

We have not attempted to list the multitude of such companies operating today. There are too many of them and because of almost daily changes, the list would have been obsolete before it was published. Your State Department of Agriculture contact (see page 44) can direct you to the companies serving your area.

U. S. DEPARTMENT OF COMMERCE

William Kurylchek, Director
Business Counseling Section
Export Information Division
Office of Export Development
Washington, D. C. 20230
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Promotes and assists U. S. trade and investment overseas through trade missions, exhibits, and other means. Provides services to exporters such as overseas business reports and trade lists, trade opportunities in foreign markets, and reports on individual traders overseas.

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Phoenix, Arizona 85004
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*128 North Osceola Avenue
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*604 North Hogan Street
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235 U. S. Courthouse & P.O. Building
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286 Alexander Young Building
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Honolulu, Hawaii 96813
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Chicago, Illinois 60603
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46 East Ohio Street
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1601 Massachusetts Avenue, N. W.
Washington, D. C. 20036
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Embassy of Austria
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Tel: (202) 438-4474

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Tel: (202) 387-7969

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Embassy of the Socialist Republic of the Union of Burma
2300 S Street, N. W.
Washington, D. C. 20008
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A PARTIAL LISTING OF FOREIGN EMBASSIES IN THE UNITED STATES (Continued)

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Washington, D. C. 20009
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CAMEROON

Embassy of the United Republic of Cameroon
2349 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 265-8790

CANADA

Embassy of Canada
1746 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 785-1400

CENTRAL AFRICAN REPUBLIC

Embassy of Central African Republic
1618 22nd Street, N. W.
Washington, D. C. 20008
Tel: (202) 265-5637

CEYLON

(See SRI LANKA)

CHILE

Embassy of Chile
1732 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 785-1746

CHINA

Chinese Embassy
4301 Connecticut Avenue, N. W.
Suite 420
Washington, D. C. 20008
Tel: (202) 686-6400

COLOMBIA

Embassy of Colombia
2118 Leroy Place, N. W.
Washington, D. C. 20008
Tel: (202) 387-5828

COSTA RICA

Embassy of Costa Rica
2112 S Street, N. W.
Washington, D. C. 20008
Tel: (202) 234-4945

CYPRUS

Embassy of Cyprus
2211 R Street, N. W.
Washington, D. C. 20008
Tel: (202) 462-5772

CZECHOSLOVAKIA

Embassy of Czechoslovak Socialist Republic
3900 Linnean Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 363-6315

DENMARK

Embassy of Oenmark
3200 Whitehaven Street, N. W.
Washington, D. C. 20008
Tel: (202) 234-4300

A PARTIAL LISTING OF FOREIGN EMBASSIES IN THE UNITED STATES (Continued)

DOMINICAN REPUBLIC

Embassy of the Dominican Republic
1715 22nd Street, N. W.
Washington, D. C. 20008
Tel: (202) 332-6280

ECUADOR

Embassy of Ecuador
2535 15th Street, N. W.
Washington, D. C. 20009
Tel: (202) 234-7200

EGYPT

Embassy of the Arab Republic of Egypt
2310 Decatur Place, N. W.
Washington, D. C. 20008
Tel: (202) 232-5400

EL SALVADOR

Embassy of El Salvador
2308 California Street, N. W.
Washington, D. C. 20008
Tel: (202) 265-3480

ETHIOPIA

Embassy of Ethiopia
2134 Kalorama Road, N. W.
Washington, D. C. 20008
Tel: (202) 234-2281

FINLAND

Embassy of Finland
1900 24th Street, N. W.
Washington, D. C. 20008
Tel: (202) 462-0556

FRANCE

Embassy of France
1100 Connecticut Avenue, N. W.
Washington, D. C. 20006
Tel: (202) 223-6710

GABON

Embassy of the Gabonese Republic
2210 R Street, N. W.
Washington, D. C. 20008
Tel: (202) 797-1000

GERMANY

Embassy of the Federal Republic of Germany
4645 Reservoir Road, N. W.
Washington, D. C. 20007
Tel: (202) 331-3000

GHANA

Embassy of Ghana
2460 16th Street, N. W.
Washington, D. C. 20009
Tel: (202) 462-0761

GREAT BRITAIN

British Embassy
3100 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 462-1340

GREECE

Embassy of Greece
2221 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 667-3168

A PARTIAL LISTING OF FOREIGN EMBASSIES IN THE UNITED STATES (Continued)

GUATEMALA

Embassy of Guatemala
2220 R Street, N. W.
Washington, D. C. 20008
Tel: (202) 332-2865

GUINEA

Embassy of the Republic of Guinea
2112 Leroy Place, N. W.
Washington, D. C. 20008
Tel: (202) 483-9420

GUYANA

Embassy of Guyana
2490 Tracy Place, N. W.
Washington, D. C. 20008
Tel: (202) 265-6900

HAITI

Embassy of Haiti
4400 17th Street, N. W.
Washington, D. C. 20011
Tel: (202) 723-7000

HONDURAS

Embassy of Honduras
4715 16th Street, N. W.
Washington, D. C. 20011
Tel: (202) 723-4923

HUNGARY

Embassy of the Hungarian People's Republic
2437 15th Street, N. W.
Washington, D. C. 20009
Tel: (202) 387-3800

ICELAND

Embassy of Iceland
2022 Connecticut Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 365-6653

INDIA

Embassy of India
2107 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 265-5050

INDONESIA

Embassy of the Republic of Indonesia
2020 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 293-1745

IRAN

Imperial Embassy of Iran
3005 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 483-5500

IRELAND

Embassy of Ireland
2234 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 483-7639

ISRAEL

Embassy of Israel
1621 22nd Street, N. W.
Washington, D. C. 20008
Tel: (202) 483-4100

A PARTIAL LISTING OF FOREIGN EMBASSIES IN THE UNITED STATES (Continued)

ITALY

Embassy of Italy
1601 Fuller Street, N. W.
Washington, D. C. 20009
Tel: (202) 234-1935

IVORY COAST

Embassy of the Republic of Ivory Coast
2424 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 483-2400

JAMAICA

Embassy of Jamaica
1666 Connecticut Avenue, N. W.
Washington, D. C. 20009
Tel: (202) 387-1010

JAPAN

Embassy of Japan
2520 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 234-2266

JORDAN

Embassy of the Hashemite Kingdom of Jordan
2319 Wyoming Avenue, N. W.
Washington, D.C. 20008
Tel: (202) 365-1606

KENYA

Embassy of Kenya
2249 R Street, N. W.
Washington, D. C. 20008
Tel: (202) 387-6101

KHMER REPUBLIC

Embassy of the Khmer Republic
4500 16th Street, N. W.
Washington, D. C. 20011
Tel: (202) 726-2404

KOREA

Embassy of Korea
2320 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 438-7383

LAOS

Embassy of Laos
2222 S Street, N. W.
Washington, D. C. 20008
Tel: (202) 332-6416

LEBANON

Embassy of Lebanon
2560 28th Street, N. W.
Washington, D. C. 20008
Tel: (202) 332-0300

LESOTHO

Embassy of the Kingdom of Lesotho
Caravel Building, Suite 300
1601 Connecticut Avenue, N. W.
Washington, D. C. 20009
Tel: (202) 462-4190

LIBERIA

Embassy of Liberia
5201 16th Street, N. W.
Washington, D. C. 20011
Tel: (202) 723-0437

A PARTIAL LISTING OF FOREIGN EMBASSIES IN THE UNITED STATES (Continued)

LIBYA

Embassy of the Libyan Arab Republic
1717 Massachusetts Avenue, N. W.
Suite 605
Washington, D. C. 20008
Tel: (202) 387-3055

MADAGASCAR

Embassy of Madagascar
2374 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 265-5525

MALAWI

Malawi Embassy
2362 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 234-9313

MALAYSIA

Embassy of Malaysia
2401 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 234-7600

MALI

Embassy of the Republic of Mali
2130 R Street, N. W.
Washington, D. C. 20008
Tel: (202) 332-2249

MALTA

Embassy of Malta
2017 Connecticut Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 462-3611

MAURITANIA

Embassy of the Islamic Republic of Mauritania
2129 Leroy Place, N. W.
Washington, D. C. 20008
Tel: (202) 232-5700

MAURITIUS

Embassy of Mauritius
4301 Connecticut Avenue, N.W.
Suite 134
Washington, D. C. 20008
Tel: (202) 244-1491

MEXICO

Embassy of Mexico
2829 16th Street, N. W.
Washington, D. C. 20009
Tel: (202) 234-6000

MOROCCO

Embassy of Morocco
1601 21st Street, N. W.
Washington, D. C. 20009
Tel: (202) 462-7979

NEPAL

Royal Nepalese Embassy
2131 Loroy Place, N. W.
Washington, D. C. 20008
Tel: (202) 667-4550

NETHERLANDS

Embassy of the Netherlands
4200 Linnean Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 244-5300

A PARTIAL LISTING OF FOREIGN EMBASSIES IN THE UNITED STATES (Continued)

NEW ZEALAND

Embassy of New Zealand
19 Observatory Circle, N. W.
Washington, D. C. 20008
Tel: (202) 265-1721

NICARAGUA

Embassy of Nicaragua
1627 New Hampshire Avenue, N. W.
Washington, D. C. 20009
Tel: (202) 387-4371

NIGER

Embassy of the Republic of Niger
2204 R Street, N. W.
Washington, D. C. 20008
Tel: (202) 483-4224

NIGERIA

Embassy of Nigeria
1333 16th Street, N. W.
Washington, D. C. 20036
Tel: (202) 223-9300

NORWAY

Embassy of Norway
3401 Massachusetts Avenue, N. W.
Washington, D. C. 20007
Tel: (202) 333-6000

PAKISTAN

Embassy of Pakistan
2315 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 332-8330

PANAMA

Embassy of Panama
2862 McGill Terrace, N. W.
Washington, D. C. 20008
Tel: (202) 483-1407

PARAGUAY

Embassy of Paraguay
2400 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 438-6960

PERU

Embassy of Peru
1700 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 833-9860

PHILIPPINES

Embassy of the Philippines
1617 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 483-1414

POLAND

Embassy of the Polish People's Republic
2640 16th Street, N. W.
Washington, D. C. 20009
Tel: (202) 234-3800

PORTUGAL

Embassy of Portugal
2125 Kalorama Road, N. W.
Washington, D. C. 20008
Tel: (202) 265-1643

A PARTIAL LISTING OF FOREIGN EMBASSIES IN THE UNITED STATES (Continued)

QATAR

Embassy of the State of Qatar
2721 Connecticut Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 332-2300

ROMANIA

Embassy of the Socialist Republic of Romania
1607 23rd Street, N. W.
Washington, D. C. 20009
Tel: (202) 232-4747

RWANDA

Embassy of the Republic of Rwanda
1714 New Hampshire Avenue, N. W.
Washington, D. C. 20009
Tel: (202) 232-2882

SAUDI ARABIA

Embassy of Saudi Arabia
1520 18th Street, N. W.
Washington, D. C. 20036
Tel: (202) 483-2100

SENEGAL

Embassy of the Republic of Senegal
2112 Wyoming Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 234-0540

SIERRA LEONE

Embassy of Sierra Leone
1701 19th Street, N. W.
Washington, D. C. 20009
Tel: (202) 265-7700

SINGAPORE

Embassy of the Republic of Singapore
1824 R Street, N. W.
Washington, D. C. 20009
Tel: (202) 667-7555

SOMALIA

Embassy of the Somali Democratic Republic
600 New Hampshire Avenue, N. W.
Suite 710
Washington, D. C. 20037
Tel: (202) 234-3261

SOUTH AFRICA

Embassy of South Africa
3051 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 232-4400

SPAIN

Embassy of Spain
2558 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 332-4262

SRI LANKA

Embassy of Sri Lanka
2148 Wyoming Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 483-4025

SUDAN

Embassy of the Democratic Republic of the Sudan
600 New Hampshire Avenue, N. W.
Suite 400
Washington, D. C. 20037
Tel: (202) 338-8565

A PARTIAL LISTING OF FOREIGN EMBASSIES IN THE UNITED STATES (Continued)

SWAZILAND

Embassy of the Kingdom of Swaziland
4301 Connecticut Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 362-6683

SWEDEN

Embassy of Sweden
600 New Hampshire Avenue, N. W.
Washington, D. C. 20037
Tel: (202) 965-4100

SWITZERLAND

Embassy of Switzerland
2900 Cathedral Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 462-1811

SYRIA

Embassy of the Syrian Arab Republic
600 New Hampshire Avenue, N. W.
Suite 1120
Washington, D. C. 20037
Tel: (202) 965-2005

TANZANIA

Embassy of the United Republic of Tanzania
2010 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 872-1005

THAILAND

Embassy of Thailand
2300 Kalorama Road, N. W.
Washington, D. C. 20008
Tel: (202) 667-1446

TOGO

Embassy of the Republic of Togo
2208 Massachusetts Avenue, N.W.
Washington, D. C. 20008
Tel: (202) 234-4212

TRINIDAD AND TOBAGO

Embassy of Trinidad and Tobago
1708 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 467-6490

TUNISIA

Embassy of Tunisia
2408 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 234-6644

TURKEY

Embassy of the Republic of Turkey
1606 23rd Street, N. W.
Washington, D. C. 20008
Tel: (202) 667-6400

UGANDA

Embassy of the Republic of Uganda
5909 16th Street, N. W.
Washington, D. C. 20011
Tel: (202) 726-7100

UNION OF SOVIET SOCIALIST REPUBLICS

Embassy of the Union of Soviet Socialist Republics
1825 Phelps Place, N. W.
Washington, D. C. 20008
Tel: (202) 265-2607

A PARTIAL LISTING OF FOREIGN EMBASSIES IN THE UNITED STATES (Continued)

UPPER VOLTA

Embassy of the Republic of Upper Volta
5500 16th Street, N. W.
Washington, D. C. 20011
Tel: (202) 726-0992

URUGUAY

Embassy of Uruguay
1918 F Street, N. W.
Washington, D. C. 20006
Tel: (202) 331-1313

VENEZUELA

Embassy of Venezuela
2445 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 265-9600

YUGOSLAVIA

Embassy of the Socialist Fed. Republic of Yugoslavia
2410 California Street, N. W.
Washington, D. C. 20008
Tel: (202) 462-6566

ZAIRE

Embassy of the Republic of Zaire
1800 New Hampshire Avenue, N. W.
Washington, D. C. 20009
Tel: (202) 234-7690

ZAMBIA

Embassy of the Republic of Zambia
2419 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 265-9717

DELEGATION OF THE COMMISSION OF THE EUROPEAN COMMUNITIES

2100 M Street, N. W.
Suite 707
Washington, D. C. 20037
Tel: (202) 872-8350

ITALIAN FEDERATION OF FARMERS' COOPERATIVES

1735 Eye Street, N. W.
Washington, D. C. 20006
Tel: (202) 833-1323

TRANSPORTATION SERVICES

The following agencies, departments, and associations can give general information on transportation services for exports of food and other agricultural commodities:

U. S. DEPARTMENT OF AGRICULTURE
Foreign Agricultural Service
Export Trade Services Division
Room 5935-South Building
Tel: (202) 447-7481

Helps to identify transportation problems and expedites solutions working with the trade, cooperators, and State Departments of Agriculture.

AGRICULTURAL RESEARCH SERVICE
Transportation and Facilities
Room 214, Building 005, USDA/ARC/West
Beltsville, Maryland 20705
Tel: (301) 344-2780

Performs transportation research for domestic and foreign marketing.

U. S. DEPARTMENT OF COMMERCE
Maritime Administration
Office of Ports and Intermodal Development
Washington, D. C. 20230
Tel: (202) 377-4123

CIVIL AERONAUTICS BOARD
1825 Connecticut Avenue, N. W.
Washington, D. C. 20428
Tel: (202) 393-3111

An independent regulatory agency to encourage the development of an effective air transportation system; regulates air transportation; promotes adequate, economical, and efficient service at reasonable charges; and promotes, encourages, and develops civil aeronautics.

INTERSTATE COMMERCE COMMISSION
Constitution Avenue & 12th Street, N. W.
Washington, D. C. 20423
Tel: (202) 655-4000

A Federal agency to regulate interstate surface transportation for the benefit of the public.

FEDERAL MARITIME COMMISSION
Office of Tariffs and Practices
1405 I Street, N. W.
Washington, D. C. 20573
Tel: (202) 382-3453

An independent agency that administers the regulatory statutes affecting water common carriers engaged in U. S. foreign commerce and the relationships between those carriers and shippers.

Associations

AIR FREIGHT FORWARDERS ASSOCIATION
1730 Rhode Island Avenue, N. W.
Washington, D. C. 20005
Tel: (202) 293-1030

Information about air freight forwarders and their role in handling small shipments, performing complete traffic function for companies not having traffic departments, and coordinating and expediting all types of traffic for all classes of air shippers, including export documentation, banking, and other services.

ASSOCIATION OF AMERICAN RAILROADS
1920 L Street, N. W.
Washington, D. C. 20036
Tel: (202) 293-4000

The central coordinating and research agency in railroad operating--maintenance engineering, research safety, accounting, finance, valuation, taxation, legislation, and transportation.

AMERICAN TRUCKING ASSOCIATION
1616 P Street, N. W.
Washington, D. C. 20036
Tel: (202) 797-5000

A national federation of 51 independent and autonomous "state trucking associations," each representing all classes and types of trucking operations, and 13 independent and autonomous "conferences," each of which represents a special class or type of trucking operation.

AMERICAN ASSOCIATION OF PORT AUTHORITIES
1612 K Street, N. W.
Washington, D. C. 20006
Tel: (202) 638-6263

A corporate body whose members include all the 70 major ports in the U. S. It provides the exporter and importer with information to help minimize the total cost of shipments and detailed rate schedules for both the land and ocean segments of transportation.

EXPORT PUBLICATIONS

U. S. DEPARTMENT OF AGRICULTURE

Foreign Agricultural Service
Information Services Staff
FAS, Room 5918-South
Washington, D. C. 20250

Foreign Agriculture: A weekly magazine reporting on and interpreting world agricultural developments for U. S. producers, processors, distributors, and users of farm products. Emphasis is on current and background information useful to export marketing. Includes news and statistics on world crops and markets. Subscription: $34.35 per year in U. S. ($42.95 foreign). Send order and check to Superintendent of Documents, U. S. Government Printing Office, Washington, D. C. 20402.

Foreign Agricultural Circulars: Production, trade and other specialized reports on major world commodity groups issued at irregular intervals during the year; also monthly statistical report on commodities in world trade; no charge for single copies. Available without cost to residents of the United States. For complete information and order blank, write the Information Services Staff as noted above.

Special Reports: Reports on foreign agricultural situations, particularly relating to agricultural commodity and trade policy developments; no charge for single copies. For catalogue and ordering instructions, write the Information Services Staff.

Dictionary of International Agricultural Trade: A vocabulary of foreign agricultural trade terms (AH-411 April 1971).

How Small Business Can Benefit From PL-480 Exports: A brief explanation of the Title I PL-480 sales program, intended primarily to inform the exporter not now participating in this program.

U. S. DEPARTMENT OF AGRICULTURE (Continued)

The Public Law-480 Program: Brochure explaining the sales and donations programs under Public Law-480.

CCC Export Credit Sales Program, General Information: Describes in outline form this short-term export credit program, with specimen forms of basic documents.

CCC Export Credit Sales Program--How It Works: Essentials of this credit program and how to participate.

Annual Report, Public Law-480: President's report to Congress on PL-480 operations. Available annually about April 1 for the preceding calendar year.

Economic Research Service
Division of Information, ERS
U. S. Department of Agriculture
Washington, D. C. 20250

Foreign Agricultural Trade of the United States: A monthly statistical and analytical review emphasizing the current status and outlook for U. S. agricultural trade, including exports under specified Government-financed programs, commercial exports, price developments, and quantity index for selected commodity groups.

World Monetary Conditions in Relation to Agricultural Trade: Reviews important events in international finance and trade and their implications for U. S. agricultural exports, and appraises the financial position of selected foreign countries. Special articles provide a background of monetary intelligence. The contributions of agriculture to the U. S. balance of payments and to total trade position also are reviewed.

World Agricultural Situation: Appraises world agriculture for the current calendar year. Regional situation reports are issued in April for Western Hemisphere, Western Europe, the Communist Areas, Far East and Oceania, and Africa and West Asia. Each report gives data by country on agricultural output, U. S. trade, trends, and policy developments.

U. S. DEPARTMENT OF AGRICULTURE (Continued)

Extension Service
J. R. Corley
ES, U. S. Department of Agriculture
Washington, D. C. 20250

How to Develop Export Markets for U. S. Foods and Agricultural Products: (1) Exporter's Guide provides a concise set of guidelines for the businessman who is contemplating exporting his products; (2) Instructor's Handbook provides information for use in conducting meetings, seminars, and workshops on export marketing of agricultural and food products. Visual outline suitable for making transparencies included.

Building World Markets for U. S. Soybeans: A leaflet useful as a handout at producer meetings on the importance of various activities used to develop markets for soybeans.

U. S. DEPARTMENT OF COMMERCE

Commerce Today: Bi-weekly news magazine, the principal Department of Commerce publication on international trade. Concise, up-to-date information on trade and investment around the world; special sections on business leads; export, import, agency, and investment opportunities. Sample copy from Department of Commerce District Offices on request.

Commerce Business Daily: A daily synopsis of U. S. Government procurement invitations, subcontracting leads, contract awards, sales of surplus property, and foreign business opportunities. Daily. Order from Department of Commerce District Offices or the Superintendent of Documents, Washington, D. C. 20402.

Checklist of International Business Publications: Lists international publications issued by the Commerce Department. Order from Department of Commerce District Offices. (Free)

U. S. DEPARTMENT OF COMMERCE (Continued)

A Basic Guide to Exporting: Describes basic steps in exporting as well as services of the Department of Commerce. For sale by the Superintendent of Documents, U. S. Government Printing Office, Washington, D. C. 20402.

Overseas Trade Centers and Fairs: Describes the overseas exhibitions program of the Department of Commerce and tells how firms can take part in exhibitions. Available from Department of Commerce District Offices.

A Guide to Financing Exports: Discusses methods of financing and organizations which offer financing services for exporters. Available from Commerce Department District Offices. (Free)

The EMC-Your Export Department: Describes the services offered firms new to export by Export Management Companies. Available from Commerce Department District Offices. (Free)

How to Get the Most from Overseas Exhibitions: Describes techniques and practices for successfully exhibiting products at overseas fairs and exhibitions. Available from Commerce Department District Offices. (Free)

World Traders Data Reports: These reports provide detailed descriptive background information on specific foreign firms. They contain names, addresses of sources of credit, financial and commercial data as well as information on year established, method of operation, lines handled, size of firm's sales territory, name of chief executive, general reputation in trade and financial circles, and names of firm's trading connections. Available from Department of Commerce District Offices.

U. S. DEPARTMENT OF COMMERCE (Continued)

Agent/Distributor Service: Designed for the businessman who needs assistance in identifying potential foreign agents or distributors, who may be interested in a business relationship. Information supplied consists of up to three names of foreign companies who have expressed an interest in the specific U. S. proposal and who have indicated a readiness to correspond with the requesting U. S. firm. Service available from Commerce Department District Offices.

U. S. Trade Promotion Facilities Abroad: Gives detailed description of overseas U. S. Trade Centers, including technical data, location map, photos, summaries of market potential and review of various services and programs offered to business firms utilizing the display facilities. Available from Commerce Department District Offices. (Free)

Overseas Trade Promotions Calendar: Contains a 12-month schedule of U. S. Trade Center exhibitions, international trade fairs in which United States participation is planned, and a number of other overseas trade promotional activities planned and organized by the U. S. Department of Commerce. Revised quarterly. Available from Commerce Department District Offices. (Free)

PARTIAL LIST OF BUSINESS PUBLICATIONS

Container News (Magazine): Covers significant U. S. and world developments in containerization and intermodal transportation by ocean, rail, motor truck and air. Published monthly by Communications Channels, 461 Eighth Avenue, New York, New York 10001.

Quick Frozen Foods International (Magazine): Quarterly for the international frozen food industry. Circulated in over 80 countries. Publisher: E. W. Williams, 757 Third Avenue, New York, New York 10017.

PARTIAL LIST OF BUSINESS PUBLICATIONS (Continued)

Intermodal World (Magazine): Articles on cargo transport and handling methods from breakbulk to containerization, roll on/roll off and L.A.S.H. in. Published monthly by Brandon's Intermodal World, World Trade Center, New York, New York 10048. West Coast Office: 2 Sherwood Court, San Francisco, California 94127.

Worldwide Marketing Horizons: A bi-monthly magazine with feature articles and listings of marketing opportunities in international trade. Pan American World Airways, Inc., Pan Am Building, New York, New York 10017.

Export Handbook: A publication of the Mid-America International Agri-Trade Council outlining the various methods of selling overseas, the services provided by specialized agencies in foreign trade, the major export service agencies in the Midwest, and other information for Midwest exporters of food and agricultural products. For copies write MIATCO, Suite 710, 300 West Washington Street, Chicago, Illinois 60606.

AIM Export Directory: A publication of the Atlantic International Marketing Committee representing the State Departments of Agriculture of North Carolina, South Carolina, Maryland, Georgia, and Virginia. Lists and describes export products, export contacts and export services in the area. Copies can be obtained from any of the above State Departments of Agriculture.

American Register of Exporters and Importers: Lists over 25,000 active American export and import firms, products handled, and allied data. Includes names of some 2,500 buyers and bankers. American Register of Exporters and Importers Corporation, 90 West Broadway, New York, New York 10007.

PARTIAL LIST OF BUSINESS PUBLICATIONS (Continued)

Thomas Grocery Register: A directory of the grocery and allied trades published mid-year. Volume I, Seller's Guide, lists supermarket chains, wholesalers, and brokers. Volume II, Buyer's Guide, includes manufacturers of foods, non-foods, equipment, supplies; services, importers, exporters, warehouses, and brand names/trade-marks. A-Z Indexes list 30,000 companies. Thomas Publishing Company, One Penn Plaza, New York, New York, 10001.

Custom House Guide: United States tariff schedules, duty rates, ports, internal revenue code, customs, shipping and Commerce regulations, and reciprocal trade agreements. Annual. Custom House Guide, 134 North Thirteenth Street, Philadelphia, Pennsylvania 19107. Includes 12 monthly issues of the American Import and Export Bulletin, a companion publication which will keep the guide up-to-date throughout the year.

Export Shipping Manual, International Trade Reporter: Contains country-by-country shipping information. Supplementary pages are mailed to subscribers incorporating changes as they occur. The Bureau of National Affairs, Inc., 1231 Twenty-fifth Street, N. W., Washington, D. C. 20037.

Import and Exchange Controls Manual: Import controls and regulations for all foreign markets with a weekly supplement incorporating changes. The Bureau of National Affairs, Inc., 1231 Twenty-fifth Street, N. W., Washington, D. C. 20037.

Practical Exporting and Importing: A textbook describing the fundamental operations in exports from a businessman's point of view. Philip MacDonald, second edition, 1959. The Ronald Press Company, 79 Madison Avenue, New York, New York 10016.

DUN & BRADSTREET PUBLICATIONS
99 CHURCH STREET
NEW YORK, NEW YORK 10007

Exporters' Encyclopedia-World Marketing Guide: Regulations and procedures required for shipping to every country in the world, plus information on preparing export shipments. Lists world ports, steamship lines, freight forwarders, Government agencies, and foreign trade organizations. Special sections on packing, marine insurance, export terms, and many other aspects of foreign trade.

World Marketing: A newsletter, issued twice monthly, covering developments in the export business.

International Market Guides: Extensive directories of firm listings and trade market data. Reference books which identify and classify leading business firms.

Principal International Businesses-New World Marketing Directory: Unprecedented, 3,400 page directory lists the world's premier commercial businesses - 44,000 from 135 countries. Three conveniently organized and cross-referenced sections listing businesses alphabetically, by country, and by line of business. Provides complete addresses including postal codes where appilcable, chief executive names and titles, sales volume figures in local currency, employees and parent companies. The most complete directory every compiled and published on manufacturers wholesalers, retailers, services, transportation, construction, agriculture and mining. It will support international activities in sales, marketing, advertising, purchasing and other business transactions directed toward the world's greatest buying strength.

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Foreign Commerce Handbook: Outlines functions, activities, and services of U. S. Government and inter-governmental and private organizations concerned with foreign trade. Contains data and sources of information, including foreign weights and measures; comprehensive bibliography of reference works, books, pamphlets, periodicals.

An Introduction to Doing Import and Export Business: Manual discusses the factors that should be considered in organizing and conducting an import or export business. Lists selected sources of information.

Guide to Foreign Information Sources: Lists foreign embassies and legations in the United States; other organizations and services relating to major world areas. Published annually.

International Trade and Investment in the 70's (2202)

Competitive Export Financing for the 70's (2284)